

**Delaware Division of Professional
Regulation**

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Real Estate Education Committee

02/07/2019 09:30 AM

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

Posted: 1/31/2019 AW
2/6/19 AW



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

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WEBSITE: DPR.DE.LAW.GOV

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AMENDED AGENDA

(Amended items are noted with an asterisk*)

I. Call to Order

II. Review and Approval of Minutes - January 3, 2019

III. Unfinished Business

- A. Additional review of Instructor Renewal Application for Robert Ross - Originally submitted June, 2018

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Application(s)
 - 1. International Right of Way Association
 - a. The Valuation of Partial Acquisitions, C421 - Module 6 and 7 - 32 Hours
 - b. Easement Valuation, C403 - Module 6 and 7 - 8 Hours
 - 2. Ward & Taylor, LLC
 - a. Profits, Properties and Policies - Module 6 - 3 Hours
 - 3. Sussex County Association of REALTORS
 - a. Professional Standards - Professional Process/Grievance, ProStandards - Module 2 -3 Hours
 - 4. New Castle County Board of REALTORS
 - a. The Delaware Statewide Listing Agreement
 - 5. The Long and Foster Institute of Real Estate
 - a. DE Real Estate Laws, Statutes, and Contracts - Module 5 - 3 Hours
 - b. Short Sales, Pre-Foreclosure and Distressed Property - Module 6 or 7 - 3 Hours
 - c. Taking the Fear Out of Flood - Module 7 - 3 Hours

6. The CE Shop, Inc.

- a. Short Sales and Foreclosures: What Real Estate Professionals Need to Know - Module 7 - 6 Hours
- b. Expanding Housing Opportunities - Module 7 - 3 Hours
- c. New-Home Construction & Buyer Representation: Professionals, Products, Process - Module 6 - 6 Hours

7. Association of Realtors School

- a. Real Estate Taxation and the Appeal Process - Module 7 - 3 Hours
- b. Understanding Indoor Air Quality - Module 7 - 3 Hours
- c. Understanding Specialty Inspections & the Results-Module 7 - 3 Hours
- d. A New Landscape: 1031 Exchanges and Tax Reform-Module 7 - 3 Hours
- e. How Does Your CMA or BPO Compare to an Appraisal-Module 7 - 3 Hours
- f. Impact of New Tax Law on Real Estate-Module 7 - 3 Hours
- g. Keys to Successful Short Sales on Financially Distressed Property-Module 7 - 3 Hours
- h. Home Equity Conversion Mortgages for Seniors-Module 7 - 3 Hours
- i. Investing in Real Estate-Module 7 - 3 Hours

8. McKissock, LLC

- a. Educating Homebuyers-Module 7 - 3 Hours
- b. Real Estate Taxes-Module 7 - 3 Hours
- c. Intro to Property Management Market Analysis, Risk Management and Maintenance-Module 7 - 3 Hours
- d. Going Green: Elements of an Eco-Friendly Home-Module 7 - 3 Hours

9. Wooding Real Estate School

- a. New Licensee Module 1-Professional Standards in Real Estate - 3 Hours
- b. New Licensee Module 2-Buyer Representation - 3 Hours
- c. New Licensee Module 3-Listing Agreements & Other Documents - 3 Hours
- d. New Licensee Module 4-The Golden Standard RE Professionalism - 3 Hours
- e. Agency & Fair Housing-Module 1 - 3 Hours
- f. The Gold Standard - Professional Standards for RE-Module 2 - 3 Hours
- g. Write it Right - RE Docs Done Right-Module 3 - 3 Hours
- h. Understanding the Back Office Management of Real Estate Brokerage Operations-Module 4 - 3 Hours
- i. Overview of Office Management in the Tech Age-Module 4 - 3 Hours
- j. Chesapeake Watershed, FEMA Changes & Local Ordinances-Module 5 - 3 Hours
- k. Chesapeake Watershed & FEMA Changes-Module 5 - 3 Hours
- l. Environmental Concerns Effecting Real Estate Transactions-Module 6 - 3 Hours
- m. Understanding Generational Selling-Module 6 - 3 Hours
- n. Cool Tech Tools For Real Estate-Module 7 - 3 Hours
- o. Running Your Real Estate Career as a Business-Module 7 - 3 Hours
- p. Pricing Property, Rental & Property Management Commercial-Module 6 or 7 - 3 Hours

10. Keller Williams Realty

- a. New Licensee Module 1 - Ethics & Arbitration: What You Should Know - 3 Hours
- b. New Licensee Module 2 - Basics of Buyer Representation - 3 Hours
- c. New Licensee Module 3 - Basics of Seller Representation - 3 Hours
- d. Agency & Fair Housing-Module 1 - 3 Hours
- e. NAR Quadrennial Ethics Course-Module 2 - 3 Hours
- f. The Paper Chase: The Ins & Outs-Module 3 - 3 Hours
- g. So You Want to be a Broker-Module 4 - 3 Hours
- h. Legislative Issues-Module 5 - 3 Hours
- i. Commercial, Property Management & Land Use 101-Module 6 - 3 Hours
- j. Home Staging Ins & Outs-Module 7 - 3 Hours
- k. Stucco - The Nitty Gritty-Module 7 - 3 Hours
- l. Professionalism "Doing the Right Thing When No One is Looking"-Module 7 - 3 Hours
- m. The Millionaire Real Estate Investor-Module 7 - 3 Hours
- n. Communication-Module 7 - 3 Hours
- o. Home Inspections 101-Module 7 - 3 Hours

C. Review of Instructor Application(s)

- 1. Gregory McDermott - New Application
- 2. Thomas Bartholetti - New Application
- 3. Craig Fernsler - New Application
- 4. Guy Matthews - New Application
- 5. Barry VanRensler - New Application
- 6. Richard Parsons - New Application*
- 7. Lewis Rodin - New Application*

V. Correspondence

- A. Collena Hope*

VI. Other Business before the Committee (For Discussion Only)**VII. Public Comment****VIII. Next Meeting - March 7, 2019****IX. Adjournment**

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.